

## Message Text

UNCLASSIFIED

PAGE 01 TEHRAN 05954 211103Z  
ACTION COME-00

INFO OCT-01 NEA-11 ISO-00 EB-08 CIAE-00 INR-10 NSAE-00  
/030 W

-----010275 211108Z /10

P 211008Z JUN 78  
FM AMEMBASSY TEHRAN  
TO SECSTATE WASHDC PRIORITY 9012

UNCLAS TEHRAN 05954

E.O. 11652: N/A  
TAGS: ELTN, BEXP, IR  
SUBJ: ISR TENDER FOR 900,000 WOODEN CROSSTIES

REF: STATE 144023

1. EMBOFFS SPOKE ON 6/14/78 WITH MR. JALIL ZARANDRAZ, CHIEF OF PROCUREMENT DEPARTMENT, IRANIAN STATE RAILWAYS (ISR), CONCERNING THIS TENDER. ACCORDING TO MR. ZARANDRAZ, KOPPERS BID AT DLS 34 IS HIGHEST RECEIVED AND COMPANY IS OUT OF COMPETITION. HOWEVER, OTHER BIDS WERE GENERALLY HIGHER THAN ISR EXPECTED AND ISR IS NEGOTIATING WITH CERTAIN OTHER BIDDERS TO LOWER PRICES AND COMMIT THEMSELVES TO SUPPLY QUANTITY NEEDED BY ISR. IF ISR DOES NOT REACH SATISFACTORY SETTLEMENT WITHIN THREE MONTHS, TENDER WILL BE REISSUED. TIES CANNOT BE PRODUCED IN IRAN WHICH HAS NEITHER KIND OF WOOD NOR TREATMENT FACILITIES FOR THIS PRODUCT. MR. ZARANDRAZ UNWILLING TO PROVIDE MORE SPECIFIC INFORMATION CONCERNING OTHER BIDS RECEIVED.

2. EMBASSY ALSO CONTACTED MR. MORSHEDI OF TEQUIP, KOPPERS AGENT IN IRAN, WHO STATED THAT HE HAD INFORMED KOPPERS OF SITUATION BUT DECLINED TO PROVIDE ANY INFORMATION TO EMBASSY.

3. IN LIGHT OF UNCOMPETITIVENESS OF KOPPERS BID EMBASSY  
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QUESTIONS USEFULLNESS OF SOFT-SELL VISIT TO IRAN AT THIS TIME.

4. ISRR TOP OFFICIALS ARE: MASOUD DIBA, GENERAL MANAGER: NASSER SHIRAZI, CHAIRMAN OF THE BOARD: AHMAD NAJAFIAN, DEPUTY GENERAL MANAGER FOR TECHNICAL AFFAIRS AND OPERATIONS: ABOLFAZAL SHAHRESTANI, ASSISTANT

GENERAL MANAGER FOR FINANCE AND ADMINISTRATON: HOUSHANG  
CHUBENI, ASSISTANT GENERAL MANAGER FOR PLANNING AND  
IMPLEMENTATION.

5. REGARDING EXPANSION PLANS OF ISR, EMBASSY HAS  
NEARLY COMPLETED REPORT UPDATING SECTORAL SURVEY WHICH  
WILL BE SENT TO WASHINGTON IN NEAR FUTURE.  
NAAS

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** PROPOSALS (BID), ROLLING STOCK  
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**Draft Date:** 21 jun 1978  
**Decaption Date:** 01 jan 1960  
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**Disposition Approved on Date:**  
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**Disposition Comment:**  
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**Disposition Event:**  
**Disposition History:** n/a  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**To:** STATE  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
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20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014